

AMP Item Code	Description	Vendor	Recommended for Purchase
1754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES	Carlson Sales Metering Solutions	864

Staff requested a current quotation from Carlson Sales Metering Solutions, LLC (Carlson Sales) to supply AMI meters recommended for purchase. Carlson Sales is the exclusively authorized distributor of Landis+Gyr products for all public power accounts in Northern California. The unit price of \$220.00 per meter (including delivery, but excluding sales tax) for purchases between 289 and 2,999 units reflects a price break of \$9 from \$229.00 for purchases less than 289 units.

Sole Source Justification

Staff recommends sole source purchasing of the AMI meters from Carlson Sales for an amount not to exceed \$208,700 including sales tax and delivery, for the following reasons:

- *To match existing equipment installed throughout AMP’s service territory.* AMP has invested in this type of metering equipment. Installing this type of meter will provide an opportunity to apply existing templates for AMP’s existing application software, operation schemes, and current commissioning test plans. This will result in lower configuration, installation, commissioning, and maintenance costs than would be the case with another manufacturer’s product.
- *AMP staff have invested significantly in training on Landis+Gyr meters and associated technology.* During the past several years, engineering and operations staff has attended commissioning, maintenance, and operations training related to this type of product installed in AMP’s service territory.
- *To interface with AMP’s existing AMI system.* AMP will be spending time and resources configuring the new devices to interface with AMP’s existing AMI system. Integrating another manufacturer’s product into AMP’s existing AMI system can be difficult, expensive, and in some cases, not possible. Using this type of meter will ensure compatibility for integration to AMP’s existing AMI system using the same database and metering panel templates.
- *To standardize the number and types of spare parts for AMP’s AMI metering system.* This will eliminate storing different types of spare parts for AMP’s metering system in the inventory. Parts can be used interchangeably throughout AMP’s territory.

FINANCIAL IMPACT

The purchase of meters is included in the fiscal year 2022 budget, the period when meters are expected to be delivered and invoiced.

LINKS TO AMP STRATEGIC PLAN

None

EXHIBITS

- A. Carlson Sales Metering Solutions, LLC Quote
- B. Meter Purchase History
- C. Landis+Gyr Authorized Distributor Acknowledgement Letter

EXHIBIT A
Quote

Carlson Sales Metering Solutions, LLC

2210 W. Main St. Ste 107 #386
 Battle Ground, WA 98604

Date	Quote #
5/6/2021	11979

Name / Address
ALAMEDA MUNICIPAL POWER 2000 Grand Street, Alameda, CA 94501

Terms	Lead Time	Freight
Net 30	26-28 Weeks	FOB DEST.

Item	Description	Qty	Cost	Total
HGBH0YA0-0CH9-4000	AXe-SD, FM12S, CL200, 120V, TOU & LP, Disconnect, RF Module	864	220.00	190,080.00
			Sales Tax (9.75%)	\$18,532.80
			Total	\$208,612.80

L+G 12S METER PURCHASE HISTORY

JUNE 2021 PURCHASE

Fiscal Year (FY)	Vendor	Purchase Date	AMP Item Code	Description	Quantity	Unit Price (Including Delivery, Excluding Sales Tax)	Extended Price (Including Delivery & 9.75% Sales Tax)
FY20	Carlson Sales	June 2020	01754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES.	864	\$218.00	\$206,716.32
		January 2020	01754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES.	96	\$229.00	\$24,127.44
		October 2019	01754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES.	96	\$229.00	\$24,127.44
		July 2019	01754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES.	192	\$229.00	\$48,035.04
FY19	Carlson Sales	May 2019	01754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES.	12	\$229.00	\$3,002.19
		September 2018	01754	METER, L+G AX-SD FORM 12S(25S) 120V CL200 w/ COMM FOR RES.	50	\$229.00	\$12,509.13
FY18	Landis + Gyr	November 2017	-	DGBH0N7N-0CH9-4000 Focus Ax-SD FM12S	959	\$208.00	\$ 217,923.16
FY17	Landis + Gyr	April 2017	-	DGBH0N7N-0CH9-4000 Focus Ax-SD FM12S	1283	\$208.00	\$291,548.92
		March 2017	-	DGBH0N7N-0CH9-4000 Focus Ax-SD FM12S	779	\$208.00	\$177,019.96
		January 2017	-	DGBH0N7N-0CH9-4000 Focus Ax-SD FM12S	1,000	\$208.00	\$227,240.00

Landis+Gyr
2800 Duncan Road
Lafayette 47904-5012 IN
United States

Kathleen Farrell-Smith
Channel Manager
Kathleen.Farrell-Smith@landisgyr.com



March 18, 2021

To Public Power Accounts
States of Alaska, Oregon, Washington, Idaho, Nevada, Utah and Northern California.

Landis+Gyr Technology Inc, is proud to acknowledge Carlson Sales as the exclusively authorized distributor of Landis+Gyr products for all public power accounts in Alaska, Hawaii, Oregon, Washington, Idaho, Nevada, Utah and Northern California.

For more than 25 years, Carlson Sales has been a long-standing partner of Landis+Gyr; offering dedicated sales and service to the municipal and cooperative utilities in the Northwest. For information about all of our metering and communication products and systems, contact them at:

Carlson Sales
800-456-3306
***.Carlson-Sales.com

We thank you for your interest in Landis+Gyr products.

Sincerely,

A handwritten signature in black ink, appearing to read 'Kathleen Farrell-Smith', is written in a cursive style.

Kathleen Farrell-Smith
Channel Manager